

## Message Text

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ACTION EB-11

INFO OCT-01 AF-10 EUR-25 ISO-00 DODE-00 NSAE-00 RSC-01

TRSE-00 AEC-11 CIAE-00 COME-00 MC-02 DRC-01 /062 W

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R 041510Z APR 74

FM AMEMBASSY LISBON

TO SECSTATE WASHDC 9369

INFO AMCONSUL LUANDA

AMCONSUL LOURENCO MARQUES

AMCONSUL OPORTO

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E.O. 11652: N/A

TAGS: ESTC PO US

SUBJ: PROPOSED SALE TO PORTUGUESE FIRM OF 100 HELIO-295 AIRCRAFT

1. EMBASSY REPRESENTATIVE DISCUSSED PROPOSED SALE OF HELIO-295 AIRCRAFT WITH ENG. JOSE CANELAS, MANAGING DIRECTOR OF ALAR - EMPRESA IBERICA DE MATERIAL AERONAUTICO LDA. (SEE WTDR OF 6/72). ENG. CANELAS STATED THAT ALAR HAS REPRESENTED HELIO AIRCRAFT PRODUCTS IN PORTUGAL SINCE 1969 AND FOUR YEARS AGO IMPORTED TWO PLANES. ONE IS OWNED BY ENG. CANELAS AND OTHER BY ANTONIO CHAMPALIMAUD, A PROMINENT PORTUGUESE INDUSTRIALIST. ENG. CANELAS CONFIRMED THAT ALAR EXPECTS TO MOUNT AN INTENSIVE SALES PROGRAM OVER FOUR YEAR PERIOD WITH EXPECTATION OF SELLING UP TO 24 HELIO-295 PLANES YER YEAR. ALAR'S DISTRIBUTORSHIP INCLUDES METROPOLITAN PORTUGAL, THE PORTUGUESE AFRICAN PROVINCES AND SPAIN FOR SALE OF AIRCRAFT TO CIVILIAN CUSTOMERS. ENG. CANELAS STATED THAT ALAR HAD NO REPEAT NO INTENTION OF SELLING HELIO-295 TO THE PORTUGUESE AIR FORCE OR TO THE GOP FOR PARA-MILITARY PURPOSES. HE CLAIMED TO BE FAMILIAR WITH USG EXPORT CONTROL REGULATIONS AND ADDED THAT HE DID NOT BELIEVE THE

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PORTUGUESE AIR FORCE WOULD BE INTERESTED IN ACQUIRING

THE HELIO-295 IN ANY CASE. ALAR EXPECTS TO IMPORT  
ONE HELIO-295 SHORTLY TO USE ASA DEMONSTRATOR FOR ITS  
MARKETING EFFORT.

2. EMBASSY COMMENT: ALAR IS A REPUTABLE IMPORTER  
DISTRIBUTOR OF A WIDE RANGE OF AIRCRAFT PRODUCTS. IN  
ADDITION TO HELIO DISTRIBUTORSHIP, ALAR REPRESENTS  
SUCH U.S. FIRMS AS AERO COMMANDER; COMMODORE AVIATION,  
INC., AND REMMERT-WERNER DIV. ALTHOUGH SOME OF THE  
PRODUCTS IMPORTED BY ALAR ARE FOR DIRECT SALE TO THE  
GOP FOR MILITARY PURPOSES, WE HAVE NO REASON TO DOUBT  
ENG. CANELAS' ASSURANCE THAT THE HELIO-295 IS FOR  
CIVILIAN MARKET. WHILE 24 PLANES PER YEAR MAY  
BE AMBITIOUS SALES GOAL, INCLUSION OF SPAIN IN ALAR'S  
POTENTIAL MARKET MAKES THE PROPOSITION SOMEWHAT MORE  
FEASIBLE. IN VIEW OF THE FOREGOING AND IN THE  
ABSENCE OF INFORMATION TO THE CONTRARY, WE SEE NO  
OBJECTION TO GRANTING OF EXPORT LICENSE FOR HELIO-295  
ON ASSUMPTION THAT EVENTUAL PURCHASER WILL BE APPROVED BY USG.  
SCOTT

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, STRATEGIC TRADE CONTROLS, AIRCRAFT SALES, HELICOPTERS, END USE CHECKS, MILITARY SALES, AIR FORCE, IMPORTERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 APR 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**Status:** NATIVE  
**Subject:** PROPOSED SALE TO PORTUGUESE FIRM OF 100 HELIO-295 AIRCRAFT  
**TAGS:** ESTC, PO, US, ALAR EMPRESA IBERICA DE MATERIAL AE  
**To:** STATE  
**Type:** TE  
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